US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Sinclair Broadcasting Corporation

SECTION I - Approval Requests 11/25/02:

HQAPP Requests:

1.   nonstandard customer reference language:

"Oracle may orally refer to Customer as a customer in sales presentations and activities. Upon written consent from Customer, Oracle may refer to Customer as a customer in written sales presentations and marketing vehicles."

2.   *Remain silent on venue and jurisdiction* – Replace the first paragragh of the Other Section of the OLSA with: "This agreement is governed by the substantive and procedural laws of California."

Tier 1:
1. Infringement indemnity carveout of the Limitation of Liability.

Previously approved 11/19/02:

HQAPP:
1. 3 years flat on support (2 renewals at 0%)
2. Price Hold 12 Months – all applications on price list excluding eBusiness Suite Applications Suite

TIER 2/3 Requests:
1. Delayed Effective Date – allow for delay of comp and admin fee to allow time for comp and admin time setup – 60 days
2. Bill Outsourcing – Quarterly in advance

SECTION II – Deal Summary:

Deal Summary	
Programs	Financials, Ilearning, Discoverer, IDS
License Discount	40 % (ebiz + 20 %)
Support Discount	40 % (ebiz + 20 %)
Comp & Admin Discount	25% standard (Discoverer and iDS are not being hosted)
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO and Priscilla Morgan for review.
Support Options/Holds	2 yrs flat
Price Holds	12 Month Price Hold – all apps excluding suite
List License	$515,575
List Support	$113,426.50
List Comp & Admin	$287,640
Net License	$309,345
Net Support	$68,055.90
Net Comp & Admin	$215,730
Net Total Price	$593,130.90
Price List Used	10/04/02

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Customer History - Existing Price Holds	
Existing contractual discount (price hold)	%
Date of Price List for price hold	
When does price hold expire?	
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	

SECTION III - Justification: Oracle in heavy competitive situation against Lawson and P-soft. They're offering flatline support for 3 years and discount holds for 3 years. Request additional discount, support hold, price hold to counter aggressive competitive pricing tactics.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: Lance Gelnett, Joe DiBartolomeo
Field RM name if submitted by iSD:

R: *(leave blank for HQAPP to fill out)*
C:
L:
A:
BP:

****
PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION IV – Computer and Admin Services:
(Delete this section if not applicable)

If Computer and Administration Services or Administration Services are being ordered please provide information below:

Does this deal include Phased Implementation? No
License minimums met at each implementation phase? Is customer purchasing the Ebusiness Suite? If so what is the total employee population? **Is the 20% rule met in each phase?** **Is the 10% professional user rule met in each phase?**
Computer and Administration or Administration Services hosting minimums met at each implementation phase? ($6,000 monthly for C&A and $4,000 monthly for Admin)
Standard Ordering Document Terms? Yes
Standard pricing? Yes
Is Customer using the Certified Configuration (applies to Admin only)? Yes
Administration Services or Computer and Administration Services: Comp & Admin
Applications or Technology or both: Applications
Customer email address (required): dbochene@sbgnet.com
Service Implementer (required): OCS

For existing licenses - (NOTE: Validation of existing licenses and support must be obtained from licmgmt@us.oracle.com)	CSI Number_____ Original License Agreement_____ Original Order Entry No._____ Date of Original License Purchase_____

Are additional users being purchased for applications that are already hosted? No
Is this purchase of Administration Services or Computer and Administration Services by a customer who is purchasing Outsourcing for additional products which were not previously hosted? No
Are any self-service apps for use outside the firewall being purchased? No
Did customer purchase FastForward OnLine Financials RPM (5 day implementation preconfigured general ledger)? No
Is customer purchasing an iLearning Subscription? No

SECTION V – Ordering Document Details

Instructions - **Fill in all sections completely.**

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at http://esource.oraclecorp.com
PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.
PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.
MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to http://nafo.us.oracle.com under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	11/15/02
Opportunity I.D. (OSO Number):	854931
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	_____ Yes x No
Does deal contain new licenses with an *approved* non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	_____ Yes (specify non-supported license type and eBusiness license type used to determine conversion) x No
Quote Valid Through (insert date):	11/27/02
Partner (insert name, if applicable)?	Margin or % of net license fees_____
VAD (insert name, if applicable)?	Margin or % of net license fees_____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee? If yes, specify payment type:	_____ Yes _____ No _____ Applications Affiliate Fee _____ ROP Fee *(GB Use Only)*
MIGRATIONS OR UPDATES:	_____ Yes x No
PREMIUM SERVICES:	_____ Yes x No
INCIDENT PACKS:	_____ Yes x No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	_____ Yes _____ No
Payment Terms:	_____ Net 30 x Other (Specify) OFD
Referenced Agreement:	x New OLSA _____ Other (Specify)

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Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	**Sinclair Broadcasting Group, Inc.**
Business Address:	10706 Beaver Dam Road
City / State / Zip:	Cockeysville, MD 21030
Customer Contract Admin:	Dave Bochenek
Phone #:	410-568-1686
Fax #:	410-568-1559
E-mail ID:	dbochene@sbgnet.com
Billing Contact:	Dave Bochenek
(Partner/VAD if Indirect):	
Address:	10706 Beaver Dam Road
City / State / Zip:	Cockeysville, MD 21030
Phone #:	410-568-1686
Fax #:	410-568-1559
E-mail ID:	dbochene@sbgnet.com
Tax Status :	Exempt ___ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt _x_
Shipping Contact:	**Dave Bochenek**
Address:	10706 Beaver Dam Road
City / State / Zip:	Cockeysville, MD 21030
Phone #:	410-568-1686
Fax #:	410-568-1559
E-mail ID:	dbochene@sbgnet.com
Technical Support Contact:	**Dave Bochenek**
Address:	10706 Beaver Dam Road
City / State / Zip:	Cockeysville, MD 21030
Phone #:	410-568-1686
Fax #:	410-568-1559
Email ID:	dbochene@sbgnet.com
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	$_____
Education Discount:	____%
Education Revenue:	$_____
Education Sales Rep:	

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:
Make: Oracle Outsourcing – Intel/ Linux
OS: Linux
PROGRAMS:

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Applications		
Will applications be modified:	Yes x No	
Will users be accessing modified Apps from the web:	Yes x No	
Have all prerequisites been included:	_x_Yes ____No	
Will users use Fast Forward RPM:	Yes x No	
Will applications be hosted:	x Yes No	
Indicate database that Apps will run on:	Runtime	
Indicate CSI for existing prerequisite database and tools:		

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Lance Gelnett
Technology Sales Manager	Mike Bunnick
Account Manager	
iSD Rep	Tim Hogarty
Education Sales Rep	
Support Renewals Rep	
Premium Support Rep	
Migrations Manager	
Is there a teaming agreement?	____Yes (if yes, list all appropriate reps) _x_ No
Requester:	Name: _____Lance Gelnett_____ Business Telephone: _____717-975-9246_____ Cell Phone: 717-648-0080_____

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